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WORKING WITH RECYCLING VENDORS

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1ST OPTION-REDUCE/REUSE

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- Could you change the material you are using?
 - Source reduction
- Can you change the packaging to be reusable or reduce the amount of packaging?
- Is your packaging recyclable?
- Is your waste a resource for someone else?





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MARKET CHALLENGES

- Your problem recyclables are most likely not a high value material
 - Markets fluctuate
 - Your problem material is not worth what it may have been in the past
 - It's a “buyers market”
- Cost avoidance
 - Best case scenario is a cost neutral solution
 - You will likely have to pay to have material recycled





MARKET CHALLENGES

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Study by Rob Taylor, North Carolina Department of Environmental Quality

- Average market value of a ton of mixed recyclables at a MRF dropped from just over **\$180** in early 2011 to less than **\$80** at the end of 2015
- Value has since rebounded to a little over **\$100**





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MARKET CHALLENGES

- You will likely need more than one recycling vendor
- Truckload quantities
 - Storage
 - Aim for mixed loads
- Communication and Time Challenges
 - Recycling may not be your only job
 - Vendors may have a million questions **or**,
 - Vendors can be unresponsive

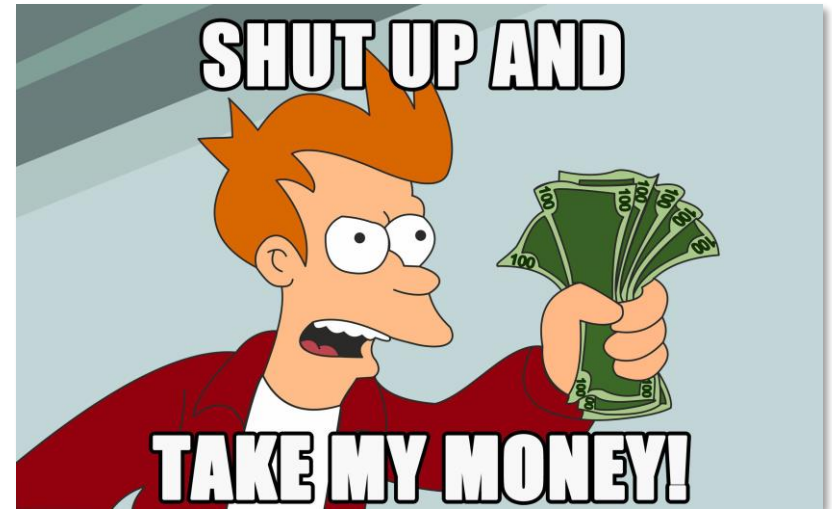




CHECK ON YOUR CURRENT TRASH VENDORS

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- When does your trash contract expire?
- Are the charges correct?
 - Correct number of tips
 - Correct number and size of dumpsters
- Are they “dumping air”?
- Are you paying more than one trash company?
- When is the last time you compared pricing?





YOUR RECYCLABLES

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Know your stuff:

Any recycling vendor that you choose to work with will want to know 4 things:

- What do you have?
- How frequently do you have it?
- How much do you have?
- How is it prepared and stored?





WHAT DO YOU HAVE?

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- Perform a waste walk-through of your facility
- Identify items that are currently recycled
 - List vendor info for each item
- Identify items that need to be recycled
 - Take pictures of those items in use and in storage
 - Place smaller item sample in a clear zipping bag





HOW FREQUENTLY DO YOU HAVE THIS ITEM?

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- *On-going* - items that you can provide a consistent quantity of on a monthly or quarterly basis
 - May prove to be the most successful for a recycling program
 - Vendors with a consistent supply can sometimes create a market for items that they know they will always have on hand
- *Seasonal* – recyclables you may only have a few months out of the year
- *One-time* – Items that you do not have on a regular basis, but have accumulated due to cleanout project, manufacturing error or one-time process
 - Seasonal or one-time items can be more difficult to recycle, especially if they are uncommon items





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HOW MUCH DO YOU HAVE?/ HOW IS IT PREPARED?

- Estimating actual tonnage of a material can be difficult
- Try to estimate how much you have in terms of shipping
 - There are three basic ways that most recyclers will accept loads that are not wood or large metal based:
 - Truckload
 - Bales
 - Gaylord boxes





HOW MUCH DO YOU HAVE?/ HOW IS IT PREPARED?

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- **Truckload-** Many recycling vendors are willing to put empty trailers at a location to collect recyclables.
 - Vendor may specify single material
 - Ask if you can place different material types on trailer
 - Separated recyclables can be worth more, but the expense of separating by your employees and the space taken by a trailer could cost your company more than accepting less money to comingle your recyclables
- **Bales –** Many companies have balers on site to prepare their recyclables such as cardboard, textiles, paper, plastics, aluminum.
- **Gaylord boxes-** Gaylord boxes are reusable shipping boxes that can be an inexpensive alternative to baling material.





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HOW MUCH DO YOU HAVE?/ HOW IS IT PREPARED?



- Will your vendor provide equipment?
 - Balers, trailers, Gaylord boxes, densifiers
- Will your company need to purchase additional equipment?
 - Can increase value
 - Tax credits available





FIND YOUR RECYCLING VENDOR

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- Gather all of your information and samples in one place
 - Item description
 - Samples
 - Pictures
 - Frequency
 - Quantity
 - Preparation / Storage





FIND YOUR RECYCLING VENDOR

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- Talk to your current recycling and trash vendors
 - Can they take additional materials?
 - Do they have recommendations?
- When is the last time you compared pricing?





FIND YOUR RECYCLING VENDOR

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HELP!

- NC DEACS
 - ESI
 - WRP (No 'K' and not in Cincinnati)
- NC Recycling Markets Directory
- NC Waste Trader



THANK YOU AND GOODNIGHT!



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